

# The Minnesota Advantage



## Our Robust Business Climate

- Minnesota ranks 7th in "Americas Top States for Business" (2011 CNBC).
- Minnesota ranks as the 15th best state for businesses (2010 Forbes).
- The Twin Cities is among the top five economies taking off (2011 Kiplinger).
- Minnesota ranks 2nd nationwide in *Fortune* 500 companies per capita and 10th in overall number with 19 companies (2012).
- Minnesota ranks 7th in *Forbes* largest companies per capita and 8th in total number with seven companies (2011).
- The Twin Cities ranks 1st in the number of S&P 500 companies per capita among the 30 largest U.S. metropolitan areas and in 7th overall number with 15 S&P 500 companies (2011).
- *MarketWatch* (2011) ranks Minneapolis-St. Paul fourth in "best cities for business."

## Our Renowned History of Education and Innovation

- Minneapolis (3rd) and St. Paul (12th) are among the most literate cities nationwide (2011).
- Minnesota colleges and universities produced 6,200 STEM graduates in 2010.
- The state has a rate of 19.1 science and engineering graduates per 1,000 individuals age 18-24, compared to 16.5 for the country (2009).
- Minnesota ranked 4th in patents per capita in 2011, surpassing other high tech states.

- The state's share of S&E occupations in the workforce is 4.58 percent, compared to 3.75 percent nationwide (2008).
- Minnesota is the birthplace of many global innovations: Blood pumps, open heart surgery, pacemakers, Post-it Notes®, the supercomputer and many others.
- More than 57,150 students received bachelor's and higher degrees from Minnesota's postsecondary institutions in 2010.
- *Science Watch* ranked the University of Minnesota one of its top 10 "highest impact universities."

## Our Targeted Incentives

- Tax exemptions
- Tax abatements
- Angel investor tax credits
- Single factor sales apportionment
- No tax on personal property or inventory
- Business financing
- Workforce training grants
- Sales tax exemptions
- Research and development tax credit

BCD-0068 Wind  
2012

# Minnesota

Gateway to North America's Wind Country

Minnesota is among the nation's  
top producers of renewable energy  
and environmental technology.



"Minnesota is ranked high in wind energy because we're a progressive state with excellent policies that strongly support the development of renewable energy."

— Dan Juhl, CEO of Juhl Wind, Inc.



# Wind Power

When people think of wind power, they think of Minnesota. That's not an accident. The state offers wind energy manufacturers and service providers several key advantages:

- ✱ A well-developed wind industry and wind-power supply chain
- ✱ An exceptional international seaport and airport
- ✱ 4,000 miles of Class A railroad tracks
- ✱ Three interstate highways
- ✱ A river transportation network
- ✱ A central North American location, within a two-day drive to states and provinces with the greatest wind energy potential

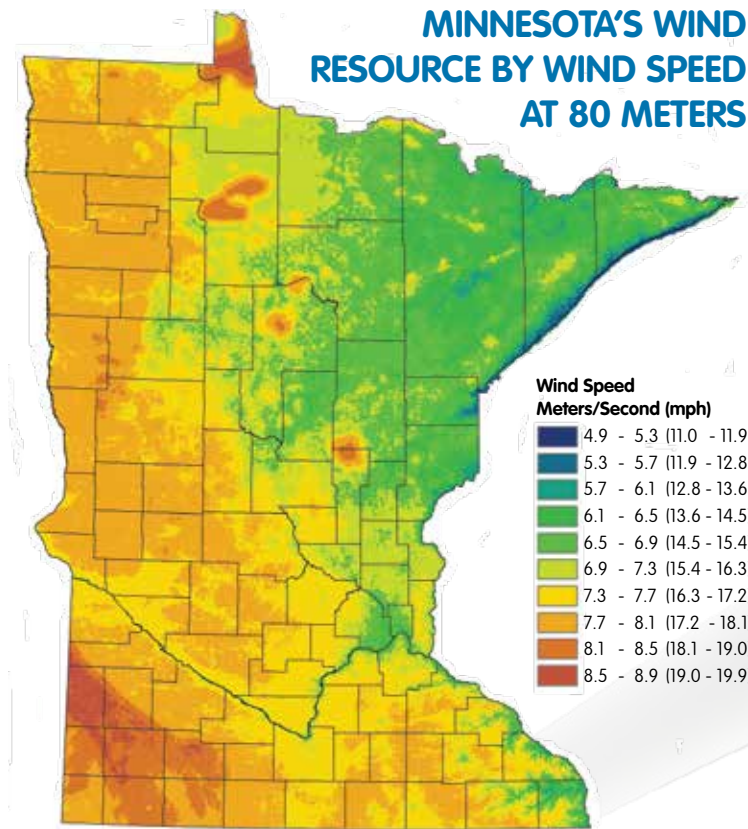
There's more. Minnesota has an aggressive renewable energy standard, an educated workforce, a tradition of manufacturing and a vibrant culture of entrepreneurialism that has produced 19 *Fortune 500* companies and thousands of thriving small and medium-sized businesses.



"You can count on Minnesota's highly educated workforce"



## MINNESOTA'S WIND RESOURCE BY WIND SPEED AT 80 METERS



## An Established Wind Industry

Many Minnesota companies are involved in the wind industry. Minneapolis-based **Xcel Energy** buys more wind power than any other utility. The state is headquarters to the nation's top two wind farm builders, **M.A. Mortenson Construction** and **D.H. Blattner**.

The **Port of Duluth** handles a significant portion of sea-based transportation of turbines and wind-related machinery. The largest wind turbine trucking company, **Anderson**, is headquartered in Minnesota.

The state's wind-related supply chain boasts more than 100 companies producing fabricated structural metal, plastics and composite fabrication, turbines, motors, printed circuits and other components.

## An Aggressive Mandate

Minnesota's Renewable Energy Standard, one of the strongest in the country, requires the state's utilities to get at least a quarter of their power from renewable sources by 2025. The state's commitment is illustrated in its Community Based Energy Development program, which promotes local ownership of wind turbines, and by sponsorship of wind-related projects and research at the University of Minnesota and Minnesota State Colleges and Universities (MnSCU).

Other states in the Midwest and Canadian provinces have strong renewable mandates, too, making Minnesota manufacturers well positioned to sell regionally as well as globally.

## The Geographical Center of Wind

Minnesota is within 500 miles to 1,000 miles of several leading wind energy states and the major Canadian provinces focused on wind power. The state's commitment to wind can be seen in several ways. **Minnesota ranks third nationwide in electricity generated from wind, 9.7 percent**, according to the American Wind Energy Association (AWEA). **AWEA ranks the state fifth in installed wind capacity at 2,733 MW and fourth in capacity added in 2011 at 541.9 MW.** Minnesota's wind resource is 489,271 MW at 80 meter hub heights, ranking 11th in the country. According to an study from the National Renewable Energy Lab, Minnesota's wind resource could provide nearly 25 times the state's current electricity needs.

## Manufacturing and Clean Energy Expertise

With **292,000 employees**, Minnesota's manufacturing sector is the largest in the Upper Midwest. Each manufacturing job supports another 1.9 jobs elsewhere in the economy through supplier purchases and employee spending. In total, manufacturing accounts for nearly 850,000 jobs or 33 percent of all jobs in Minnesota. The state's precision manufacturing association is one of the national leaders in training tomorrow's workforce. Several law firms in the Twin Cities have expertise and experience in wind power law. In addition, St. Paul's WindLogics helps site many wind farms around the world.

## An Educated Workforce

**Business Facilities** ranks Minnesota as the **9th best state in the country for "workforce health and safety" in its 2010 Rankings Report**. Minnesota is home to 17 of *Forbes* "America's Best Colleges," the largest being the University of Minnesota-Twin Cities campus, the state's flagship institution and one of the nation's premier research universities. MnSCU's 31 institutions graduate 33,500 students a year and annually educate another 153,200 employees from 6,000 businesses in customized training programs. Several Minnesota colleges teach wind energy courses and there are plans to add more classes in sustainability.

"As business interest in renewable energy continues to grow nationally, we believe Minnesota will lead by example, providing expansive opportunities for jobs and businesses in wind and other sources of renewable power."

— **Jerry Grundtner, Vice President, Project Development for Mortenson's Renewable Energy Groups**